

Genius Wins By Work

Men Famous For Great Achievements Really Are Men Who Worked Long and Earned Their Successes.

BY MADISON C. PETERS.
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Genius accomplishes its objects by the labor which conquers all things and the very capacity of intense and intense labor is of itself the nature of genius.

Michael Angelo had a positive hunger for work. He rose in the middle of the night to resume the labors of the day.

Leonardo Da Vinci was distinguished for his painstaking efforts.

Van Dyke was indefatigable in his application.

Joshua Reynolds, to use his own words, "labored as hard as a mechanic working for his bread."

Seven years at one task.

Michael Angelo worked seven years decorating the "Sistine Chapel" with his matchless "Creation" and the "Last Judgment."

Titian spent seven years on his "Last Supper."

Goethe, that tireless toiler, honored with a visit from an exalted monarch, suddenly slipped away for a few minutes, in the midst of an interesting conversation and went into another room to write down an idea which had just struck him for his Faust.

To work, was part of Southey's religion.

Carlyle, who never wrote a sentence of his great histories till he had searched every authority in the great libraries, to use his own words worked "like a star, unflinching, yet unrelenting."

Edmund Kean, the great actor, practiced his characters constantly before the class, studying expression for 15 months before appearing in public.

The astronomers, Galileo and Copernicus, were diligent night-watchers in the study of the stars.

William Herschel and his sister, Caroline, exhibited unwearying activity in astronomical observation and calculation down to the close of their lives, respectively at 84 and 85.

Handel was a constant worker, even after he had been partially disabled by paralysis.

Mozart's Requiem was written upon his death-bed, working upon it almost to his last breath.

Bayle, writing of Meyerbeer, said: "He lives alone, working 15 hours a day at his desk, and Meyerbeer is no genius." A few years later, upon the created wave of a popular enthusiasm, the world proclaimed Meyerbeer a genius; his secret lay in labor, 15 hours a day.

Old Bull, who never played second fiddle to anyone, said: "If I practice one day, I can see the result. If I see it, if I practice three days the great public can see it."

Stephen H. worked 15 years on a locomotive, and Watt 29 years on a condensing engine.

Edison, who had to work at the forge all through his life, by selling every opportunity and improving it, had made himself, at 35, master of every important language in Europe, and was studying those of Asia.

Demoethenes, urged to speak in a sudden emergency, had the courage to say: "I am a philosopher. His genius lay in thorough preparation."

Gladstone's knowledge and work. Gladstone, a more Greek than professor, more a doctor than all the doctors, more a lawyer than all the lawyers, more a theologian than all the preachers, more a statesman than all the statesmen, more a man of letters than all the men of letters, was as great a genius as any man who ever lived.

Edison, the most useful man of the 19th century, his repeated efforts to make the phonograph produce an aspirated sound, said: "From 11 o'clock to 12 o'clock, I have been working on this single word 'Specia.' I said into the phonograph, 'Specia, specia, specia,' but the phonograph would not produce the word. It was enough to drive me mad. But I held firm and I have succeeded."

Isaac Newton, who sought with all comprehensive grasp to encircle the universe of God, remarked that the only fact which he was unable to explain was in the power he possessed of keeping a problem before his mind perpetually, thinking over it and testing it, until he had succeeded in effecting its solution.

Yon Humboldt was as prodigious in his labors as he was enormous in his achievements.

Martin Luther, in whom centered all the great reforms of the 16th century, could never be idle; work became the habit of his life.

John Calvin's labors, in spite of his ill health, were incessant.

John Knox was a man of unquenchable energy.

John Wesley's secret of success was his indefatigable industry; he rose at four in the morning.

The great financial policy of the republic, the great financial policy of the nation, said: "Men give me credit for genius. All the genius I have lies just in this: I have been just a subject in hand I study it profoundly."

Daniel Webster, America's most varied statesman, declared: "I have worked more than 12 hours a day for 50 years on an average."

Illustrations might be multiplied indefinitely to prove that the law of labor is equally binding on genius and mediocrity.

Coldridge called genius, "the faculty of growth." While John Foster defined it as "the power of lighting one's own fire."

Genius is intense energy. No man will ever become great unless he determines upon greatness.

Against precedent and constant habit is going to lead to disappointment in 29 cases out of any given hundred.

And that is what costly experience ought to teach us before we permit ourselves to suffer from the same again, and which we ought to have been able to forecast from experience in the past.

If you won't learn by experience, don't whine and whimper and rave at cruel fate. Instead, proceed to amend your stupidity and make an honest effort to sell your experience as dear as you purchase it.

Britishers Play Golf Behind Battle Lines

London, Eng., Oct. 1.—The plan of a six-hole golf course behind the front line in Flanders, which has been built by the general staff officers of one of the army headquarters, has been completed.

As work at headquarters is strenuous and continuous, often meaning spending 24 hours on duty at one time, the men find a need of outdoor recreation. The links are distinguished by three rows of barbed wire and the green is known as "bomb green."

Russians To Study U. S. Commerce and Industry

Petrograd, Russia, Oct. 1.—The Russian-American chamber of commerce has decided to send a batch of Russian students to the United States to study the technical side of commerce and industry. The first group will soon leave for America.

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"On the Limited" By NELL BRINKLEY

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I LOOKED up and down the long coach and this is what I saw. In one corner was curled a girl—a black head burrowed into a white pillow the porter had bestowed, high-laced boots tucked against the pipes, eyelids shut down fast over gone-away mind and down on the lovely world that sailed by outside with so many things in it! Her curtain was pulled all green and sullen! She was in a very small corner of the world and she didn't care a bit to see out. You see we're hardly ever in a very big place. We dream of the sea and the great blue plain of it; we wish for the tip-top of the Rockies. But it's far apart times that we ever stand where the world unrolls before us and there is no corner at all, at all. But some of us manage to see out of the particular little place we must be in.

In another corner was another girl—alert and erect. Don't say she hadn't ever been any place—because there are heaps of us, thanks to the Gods of En-

thusiasm, who still look out of a trolley window and all up and down it, no matter how many times we've been whizzed up and down it; who still like ANY show, good or bad, for the curiosity that is in us; who are bored only when an elderly pursuer writes us eight letters a day!

Besides, the girl with hands on the window sill and tip-toe eyes was an old traveler, because she was traveling light and scanty, her hat was no bigger than a cake box from the bakery and could be tucked away anywhere, she could dress in her berth and come out like a French buttonhole nosegay, and she knew how to tip.

But she saw every cloud that moved by in the blue sky outside; she leaned to look at every child face turned up at the flying station; she smiled at the granpas and wailed at the babies. Her curtain was high and whatever the flying world had to say, river and green hill and gentle valley, she heard every

call; no spread of its beauty was shaken out in vain; her wide open eyes were trying their best to "get" every idea and hue in the world she hurried through.

We are that way about life; some of us roll our curtain down tight as we sail through, shut our eyes fast and see neither storm nor sun nor laughter nor tears nor just things to think about, that we're flying through all the time. Other trains slip by with eager faces looking back at us, and we never even see. Others of us, the Blessed Crowd, who have to die by far too soon, snap our curtain high the minute we start on our baby trip, and after that we read the flying pages greedily, every one, sighing over the vanishing shapes of the things we missed because we had but two eyes and one heart and head, jealous of the things that we will never have seen when the journey is done.

You just try having your curtain up and you'll see how to think about.

—NELL BRINKLEY.

Stores Carrying Million Dollar Stocks Supply Alaskans With Daily Needs

Business in Northern Territory Is On Large Scale and Most of It Is Done on Credit; Fairbanks Store Has \$80,000 Worth of Goods.

FAIRBANKS, Alaska, Oct. 1.—The trade of interior Alaska will be greatly increased by the new railroad. That road will have its terminus at Fairbanks, and from here goods will be sent out on the navigable rivers over routes covering thousands of miles. They will go on the Tanana river to the Yukon, and by that stream all the way to the Canadian boundary and the ocean. They will go up the tributaries of the Yukon, including the Porcupine, which can be traveled for 300 miles; the Koyukuk, which has rich deposits of low-grade gold, and the Imko, where are the Iditarod and other gold camps. For a time some of the exports will be by way of the Imko to the upper Kuskokwim region, although this will involve overland transportation.

Stampedes to New Camps Frequent.

Fairbanks itself is the chief gold-mining center of the interior of the territory. From its creeks have been taken already more than \$20,000,000 in gold dust and nuggets, and stampedes to new camps occur every few weeks. One of last year was to the Tolovana river, and today there is a great deal of activity along the Kanishna river and the creeks leading into it. That river has its source in Mount McKinley, the country about which is highly mineralized, containing antimony and other metals in addition to gold.

Alaska Trade Is Valuable.

Few people realize the great extent and possibility of our Alaskan trade. The commerce of this territory last year was more than \$20,000,000, it exceeded our total commerce with China by more than \$5,000,000 and was one-fifth as large as our total trade with all South America. The great part of this was exports; but the imports amounted to over \$22,000,000, and in proportion to the white population it was greater than that of any other country of the world. The per capita commerce was about \$180, with a balance of trade in our favor of \$100,000,000. Including the Indians and Eskimos the per capita commerce was \$215, while that of Great Britain was only \$122. This shows that the trade of Alaska was, on the average, for every man, woman and child, more than six times as great as that for every man, woman and child in Great Britain.

If this is so when the land is a wild waste no covered with moss and other vegetation that not one acre in a hundred of it has yet been prospected, and when not one acre in a thousand has yet been mined, the possibilities are what may we not expect of the country with the railroad and other developments of the future?

In a Good Business Proposition.

Indeed, Alaska is one of the best business propositions under Uncle Sam's flag. Considering the amount of money invested and the hands employed, we have nothing that produces such vast returns. The country has less than 70,000 people, and favors perhaps 40,000 are whites. This includes the men, women and children, so that the working force is comparatively small. Nevertheless, the product in 1914 sold for \$41,900,000, of which more than \$18,000,000 came out of the mines and more than \$22,900,000 from fisheries and fur.

During that year, the gold yield was almost \$18,000,000, while that of California, whose population is 37 times as great, was only \$21,999,999. The value of the Alaska fishery products was more than \$21,000,000, while that of the state of Washington brought in over \$8,000,000. The copper output in 1914 was less than \$2,999,000, but that was enormously increased last year and will be doubled and trebled in the years to come.

Cost Less Than Two Cents an Acre.

To the whole territory, by and by, is less than two cents an acre.

—BY— Frank G. Carpenter

(Copyright, 1916, by Frank G. Carpenter.)

large, it has paid us better than any investment the nation has made. It cost us less than two cents an acre, and, spreading our receipts over the whole area, we have already netted more than \$100,000,000, and that, notwithstanding we have scratched the surface of but few of its 580,000 square miles. The fur from the land animals have already paid the price of the territory, and those from the seals have sold for nine times as much. As to the fisheries, they have yielded more than 20 times the cost of Alaska, and the output of the mines has been 40 times its purchase price.

The most of this money has gone away from the territory. Alaska has been exploited largely with capital from the outside, and the country supports a number of absentee landlords. Nevertheless, the amount spent in the territory is large and this will increase in the future. More and more families are coming here to make this land their permanent home. The younger generation is prepared to stay, and thousands will come in to grow up with the country. I have already spoken of the enormous per capita commerce. This will continue and Alaska will grow as one of the best markets of the world.

A Great Trading Company.

To give you some idea of the business prospects here I visited today the headquarters of the Northern Commercial company at Fairbanks. This company is the offspring of the Alaska Commercial company.

The Alaska Commercial company was born in 1906 when we bought the territory and established a general fur-trading business something like that of the Hudson Bay company. It leased these seal islands of the United States and made such vast sums by dealing in sealskins that the royalties paid to our government were more than the first cost of the territory.

The Alaska company originated and developed the transportation of Alaska, and had its store and warehouse not only in the islands of the north coast, the Aleutians, the southern coast of the mainland, and in Bering sea, but also at St. Michael, at the mouth of the Yukon, and all along that river to the boundary of Canada.

When the Alaska Commercial company dissolved the Northern Commercial company took over its business in interior Alaska, and it now has 15 or more stores in the basins of the Yukon and the Kuskokwim, covering the mining camps and chief fur-trading points. It supplies many of the roadhouse, and does a wholesale and retail business over the country. It is perhaps one-tenth as large as the United States proper. The company has a capital of \$25,000,000, the stock being owned mainly in San Francisco and England.

Its \$1,000,000 in Stock.

People who have the ideas of Alaskan trade on the small country store or the mining camp, should go through some of these mercantile establishments of Alaska. There are some outside the Northern Commercial company that do a large business, but none that covers such a great area and handles everything needed by the people. The establishment here at Fairbanks, for instance, consists of stores, warehouse and cold storage, branches devoted to wholesale and retail as well as water works, steam boat and electric light plants.

The mercantile establishment has now on hand more than a million dollars' worth of groceries, provisions and other supplies; and its retail branch is like a small department store in the states. Goods have to be bought in large quantities for the country is

lacked in for seven months of the year, during which time everything goes in and out on dog sleds.

Eggs Real and Artificial.

In one of the cellars, for instance, I saw 10,000 cans of condensed milk, condensed cream and other canned goods, including egg powder, from which you could make up an omelet quite as good as from ranch-eggs. I saw thousands of real eggs in the shell which had been packed in the states, gone 1000 miles over the ocean to Skagway, and there, crossing the mountains, had come down the Yukon. I saw canned potatoes and canned corn. The potatoes are cooked whole and put up in cans, in which shape they sell for as much as \$40 or \$50 a bushel. Some of the corn is canned in the ear, and has only

to be warmed, when you can chew it from the cob in the heart of the winter.

Another part of the warehouse is devoted to fresh fruits. This contains apples and oranges and grapefruit, the latter now selling at 45 cents apiece. In the same place are potatoes in bulk, which are bringing \$7 a bushel. They are shipped here in crates and will keep all winter. At retail they sell by the pound. In other days I am told that the company brought in as much as 10,000 bushels of potatoes in a season. The imports are less now on account of the supply that is raised by the farmers of Alaska.

The company keeps billiard tables and pool tables ready for shipment. It has wagons and sleds, and some of the latter will carry 10 tons at a load. It has also dog sleds to be used for traffic in winter, and with them dog harness with turn collars and back straps. The ordinary dog sled costs \$10. Another article of merchandise is dog feed, a great deal of which is ordinary tallow. The dogs on the trail are fed once a day and that at nightfall. Their usual meal is fish and rice cooked together with tallow. This firm will sell about a

hundred thousand pounds of tallow next winter.

Has Department for Miners.

Another department is devoted to mining supplies, including every mining machine and the fittings therefor. There are great bales of wire cable for hoisting the earth from the mines; steam engines, air compressors and steam points for thawing the earth. There are bales of wire for chicken yards and fox farms. The latter is made of tough steel and is strong. There is wire netting for fish-wheels, and some of fine mesh for the gold reduction plants. There is, I venture, a half acre devoted to hardware. This includes all sorts of farming machinery, plows, reapers and mowers, and also plumbers' supplies, glass windows and porcelain bathtubs. There is a warehouse devoted to horse feed alone. This has now on hand 2000 tons of baled hay, oats and bran. The hay sells for \$100 per ton, and oats bring 50 or 60 cents a bushel.

Steam Heating Plant Uses Wood.

This establishment runs a steam heating plant which warms the business part of Fairbanks. It has a central station, with the pipes running from it through the chief buildings of the business section, including the most of those within eight or 10 blocks. The plant furnishes heat to its customers at 20 cents per month throughout the year. It keeps the stores and houses warm when the thermometer goes down to 60 or 70 degrees below zero. The pipes run side by side with the water pipes, so that the latter are kept from freezing in the heart of the winter.

An interesting thing in connection with the steam heating plant is that it burns wood only. It takes 10,000 cords to keep the plant going during the season, and today there is a wood pile on the edge of the town large enough for next winter's demand. I went out to the wood pile. The wood is cut in cord wood lengths and piled up to a height of eight feet. The pile covers 12 acres. I walked around it and it was almost a Sabbath day's journey. I climbed up on top and had a photo-

Beauty Chats - By Edna Kent Forbes

Wrong Positions

DOUBLE CHINS or receding chins are often the result of some wrong position of the head. Many a woman whose chin would be normal if her head were well held up, seems to have a double roll of flesh simply because of her habit of carrying her head drooped down. Many an apparently receding chin comes from the same position.

Notice the model in the picture. I have used her before to pose for pictures that required a pretty face or a good profile. This time I got her to lean back in the hollow-chested fashion of many of our girls, and to droop her head forward, after their same careless manner. And you can see how bad her chin looks, and how ugly her neck becomes as well.

Every woman was born beautiful, you know. Matured looks depend greatly upon childhood care and habits. But, if these have been neglected the full-grown woman can still improve herself anywhere from fifty to a hundred per cent., by overcoming all such careless habits as this.

Once you have the trick of carrying the head well, I think the rest of the correct positions will come of themselves. The head up, means the chin up and out, and the neck straight—avoiding double chins, and hollow, wrinkled necks. The chest up means that the abdomen must come in and the hips be carried straight. These are the essentials.

Carry yourself easily erect, and walk with a light and buoyant step. It will take of ten years in looks if you are anywhere in your forties. Remember to walk well, stand well, and sit well—and watch how much you improve in health and in looks.

Questions and Answers

To Miss Worried—Space will not admit of directions for reducing the busts and the other things you are anxious about, but you may send me a stamped, addressed envelope and mention your needs again. The only address necessary is care of your newspaper as you sent this.

Will you kindly give me some hints on how to reduce my bust? I am a fat, my bust is too large for my body.—Miss G. G.

Reply—I shall be pleased to do as you request. The daily use of the bath brush and also sea salt diluted and rubbed into the skin after the usual bath will do much to improve the texture of the skin.

Much of the charm of the head is in the way it is carried.

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Finding Out For Yourself

By BEATRICE FAIRFAX

THE tragedy of youth is that it profits by any experience save its own!

The older generation tells youth how its fingers were burned when it tried to put chestnuts from the fire or how near it came to drowning when it skated on the thin ice—and youth smiles intolerantly—and says: "Oh, yes, of course, you had difficulty, but I should have managed better in the same circumstances."

Each of us has, as the Scotch say, "to dress his ain wad." This means, as we all know, that everybody has to go through with his own experience.

A devoted mother says to her sick child, "I wish I could take the pain from you. But she can't—life does not permit that. And the greater tragedy is that when sorrow and bereavement and trial and temptation come to that child grown up, the mother can neither bear the pain for it nor even assure the child out of her own experience how best to meet the situation."

We have all to find out for ourselves. That is life. Those of us who are particularly clever can draw parallels from the experiences of others. Those of us who are wise and sane try to profit by experience.

But most of us buy our own experience in the school of life—and learn too slowly even from this expensive schooling!

I once knew a girl who was wooed and won by a man who fell in love with her at first sight and filled the girl to whom he was engaged in or-

der to become engaged to her. A fine soul might have considered the other girl's pain. A sane soul would surely have profited by the other girl's experience! The man who was false in one love when a new fancy attracted him was equally false to the second love when again his errant fancy roamed.

Without Profit.

That experience was a dear one. The girl who suffered terribly when it came her turn to lose. But did she profit? No! That experience brought at a high price! She went through the same experience twice more in her life—an actual wholesale of the expensive knowledge she should have gained once and for all in the first place.

The sum total of human experience teaches us that an habitual liar will be whenever he feels the slightest need or excuse for it. The man who was false in one love when a new fancy attracted him was equally false to the second love when again his errant fancy roamed.

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